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UNCLAS SECTION 01 OF 02 PRISTINA 000095

SIPDIS

DEPT FOR EUR/SCE, EEB/CBA (DENNIS WINSTEAD)
ZAGREB FOR PAMELA WARD

E.O. 12958: N/A

TAGS: [BEXP](#) [ECON](#) [EINV](#) [ETRD](#) [BTIO](#) [KV](#)

SUBJECT: KOSOVO: BFIF PROPOSAL FOR FY 2010

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11. SUMMARY: In consultation with our Foreign Commercial Service colleagues at Embassy Zagreb, post proposes two separate visits by FCS Zagreb personnel to Kosovo. The first will enable peer-to-peer training for Pristina's Commercial Assistant. The second will bring FCS Regional Officer Pamela Ward to Kosovo for consultations with post, local businesses, and organizations such as the American Chamber of Commerce in Kosovo. END SUMMARY

1A. Proposal #1 Peer-to-Peer Training for Locally Employed Staff

Brief Justification

12. Kosovo imports ten times more than it exports, yet American firms have limited exposure, despite a strong appreciation of American goods and a favorable dollar-euro exchange rate. This is due both to Kosovo's struggle to implement sound economic policies and to lack of exposure. As Kosovo continues to open up to outside trade, now is the time to lay the groundwork to ensure that Embassy Pristina is well-equipped to support American firms seeking to expand into Kosovo. This proposal will help Pristina's Commercial LES become familiar with FCS procedures and products at the working level rather than the classroom, allowing for adaptations required by the local environment. This approach is more practical and less expensive than training in Washington, D.C.

Impact

13. This program is expected to significantly increase LES ability to promote U.S. companies in Kosovo, and to advise Kosovo companies how best to reach out to their U.S. suppliers and counterparts.

Milestones

14. Immediate (Phase 1): LES will adapt FCS forms for use in providing business facilitation services locally, ensuring continuity of processes.

15. Three-month time frame (Phase 2): A tracking database will be developed to log business inquiries and services provided, allowing for future analysis of these data to improve our services and skills.

16. Six-month time frame (Phase 3): LES will offer a presentation to the American Chamber of Commerce in Kosovo, and to interested local business associations, highlighting the business facilitation services and other products provided by the Embassy.

Estimated Costs

¶7. The budget for this project consists of travel and per diem for one LES from Zagreb to visit Pristina. Roundtrip airfare is estimated at USD 500. Per diem for a 4-night stay is USD 882 (three days at USD 196 and two days at USD 147). Total cost USD 1,382.

¶B. Proposal #2 Consultation Visit by Regional FCS Officer

Brief Justification

¶8. Kosovo's Regional FCS Officer is based in Zagreb, and does not have sufficient FCS funding for visits to Kosovo. A consultation visit allows not only Pristina staff to interact with FCS, but also to introduce FCS staff to local businesses and business associations.

Impact

¶9. This program is expected to improve communications between Zagreb and Pristina, and to provide necessary local context and contacts for FCS Regional Officer.

Estimated Costs

¶10. The budget consists of travel and per-diem for the Zagreb-based FCS officer to visit Pristina. Roundtrip airfare is estimated at USD 500. Per diem for a 4-night stay is USD 882 (three days at USD 196 and two days at USD 147). Total cost USD 1,382.

Contact Info

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